

# Supporting Italian SMEs

*Milo Bertoni, Senior Relationship Manager, MID Corporate*

# SACE in a nutshell

Combining **insurance and financial services**, we run a unique operating model aimed at Italy's economic development. We support **Italian companies**, particularly **SMEs**, to expand their business abroad.

**40 years**

**26.000** Italian Companies

**198** countries

**90%** SMEs clients

**32 € Bn** 'Garanzia Italia' transactions



## 2020 Financials

<b>Deployed Resources</b> <i>(SACE Group)</i>	<b>46 € Bn</b>
<b>Claims paid</b>	<b>163,6 € Mn</b>
<b>Gross profit</b> <i>(SACE S.p.A.)</i>	<b>110,3 € Mn</b>
<b>Net profit</b> <i>(SACE S.p.A.)</i>	<b>79,7 € Mn</b>
<b>Equity</b>	<b>4,7 € Bn</b>
<b>Technical reserves</b>	<b>4,9 € Bn</b>
<b>Fitch's Rating</b>	<b>BBB-</b>
<b>Fitch's SCP</b>	<b>AA</b>

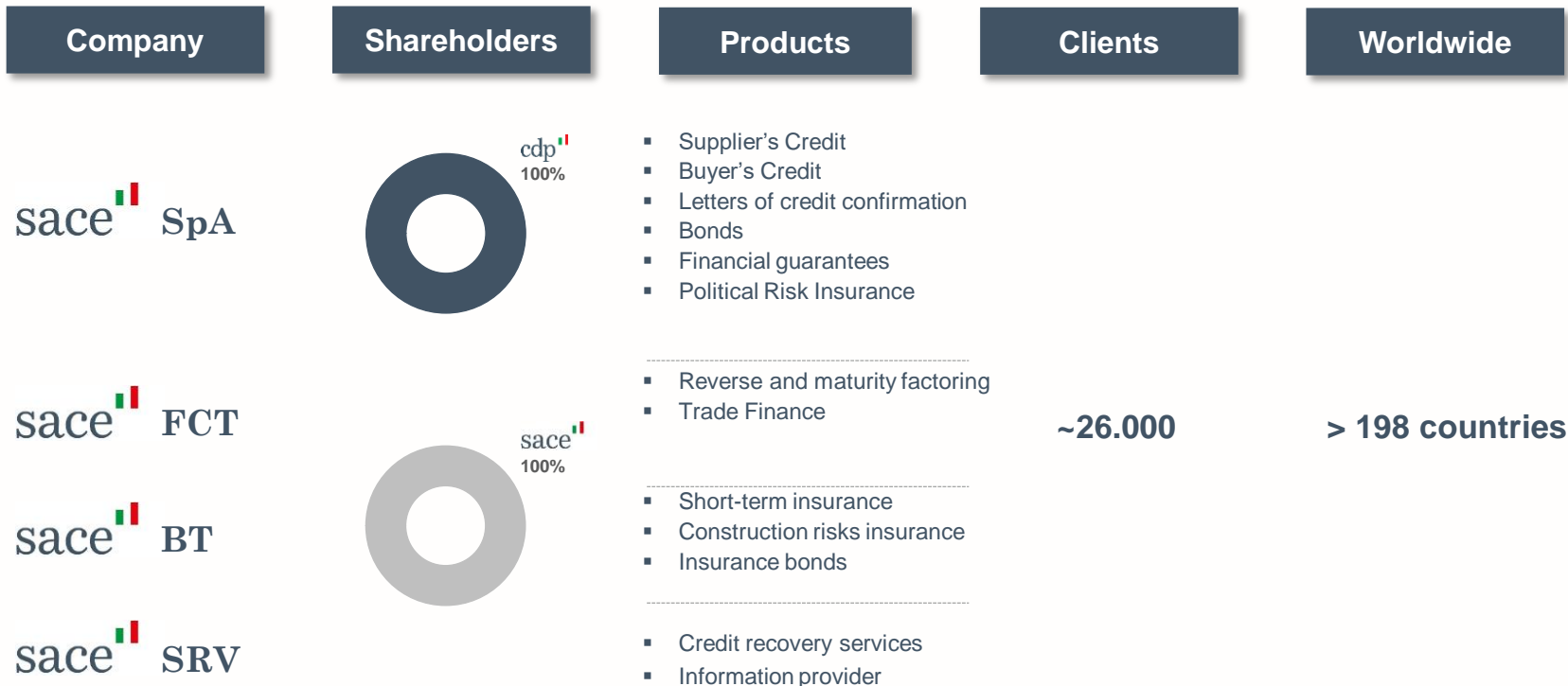
*SACE is a joint stock company subject to direction and coordination of the Italian Ministry of Finance.*

# SACE: new scope of intervention

	«Traditional activity»	«Liquidity Decree» (extended to 30/06/22)	Green New Deal	Domestic Financing
Goal	<ul style="list-style-type: none"><li>• <b>Export &amp; Internationalization</b></li><li>• <b>Strategic industries and countries</b></li></ul>	<ul style="list-style-type: none"><li>• Supporting companies recovering from <b>Covid-19</b></li></ul>	<ul style="list-style-type: none"><li>• Supporting clean economy, circular economy and sustainable mobility projects in Italy</li></ul>	<ul style="list-style-type: none"><li>• <b>TBD</b></li></ul>
Type of Intervention	<ul style="list-style-type: none"><li>• <b>Both Marketable</b> (ex. SACE BT) and <b>non-marketable risks</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Non-marketable</b> (ref. <i>Temporary framework UE</i>)</li></ul>	<ul style="list-style-type: none"><li>• <b>Marketable</b></li></ul>	<ul style="list-style-type: none"><li>• <b>Marketable</b></li></ul>

\*Introduced by «Decreto Semplificazioni» n. 76 of July 16th 2020

# The Italian hub of export and internationalization



# Our Network

## DOMESTIC NETWORK



## INTERNATIONAL NETWORK



# Our support to SMEs in the railways infrastructure sector

## Risks increased due to Covid-19 pandemic

- Termination by force majeure
- Political Risk
- Counterparty risk
- Potential unfair call of APB/PB issued



**Credit  
Insurance  
Policy**

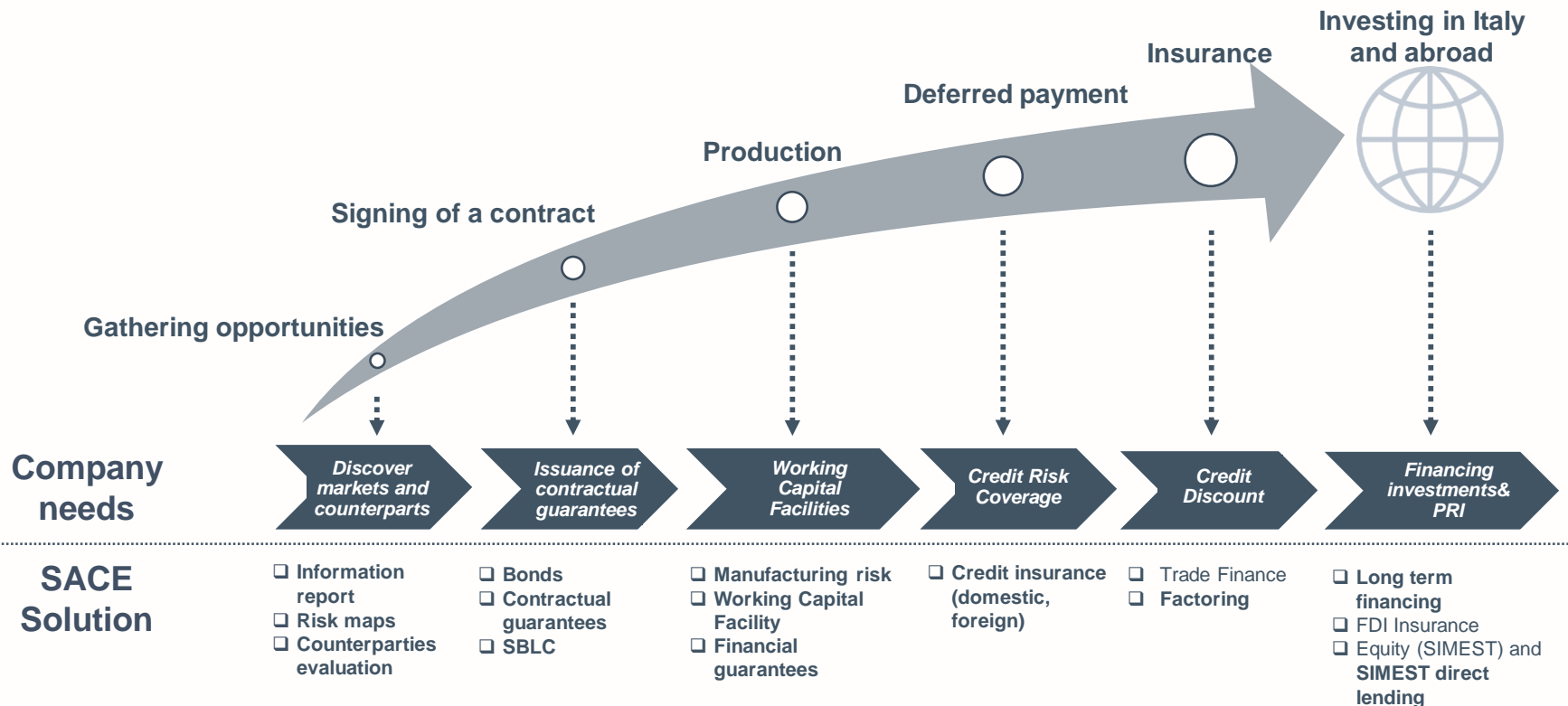
- Cash flow management issues

**Trade Finance e Credit  
Recovery**

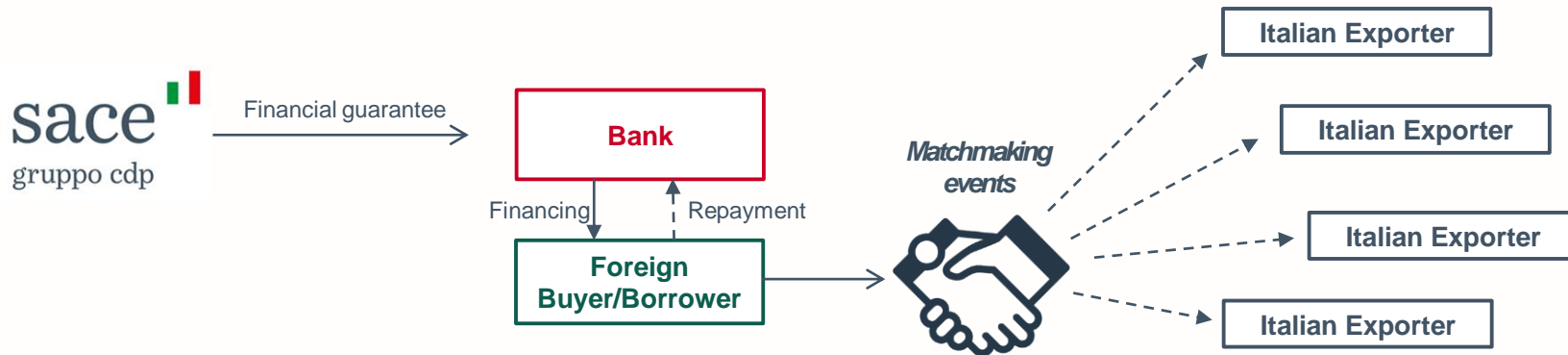
- Limited credit lines

**Financial guarantees**

# Our products to support export and internationalization projects



# Our Push Strategy boosts business between International Buyers and SMEs



## HOW IT WORKS

**MLT financing** granted by Italian, International and/or local banks under SACE guarantee up to 80%. Push Strategy financing will be **untied** (not linked to specific contracts/projects)

## BENEFITS

For Buyers:

- Diversification of financial sources and credit lines available in the banking system;
- Find new suppliers and increase in the company's vendors list

For Italian SMEs:

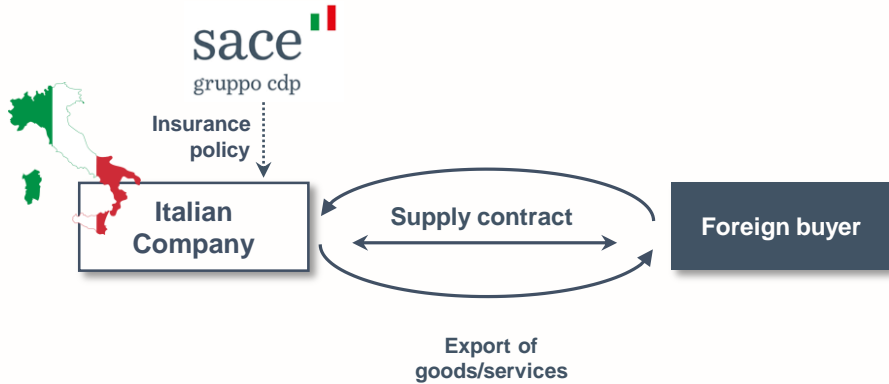
- Seize new business opportunities with Foreign Buyers
- Direct access to Buyers' procurement managers

## MATCHMAKING EVENTS

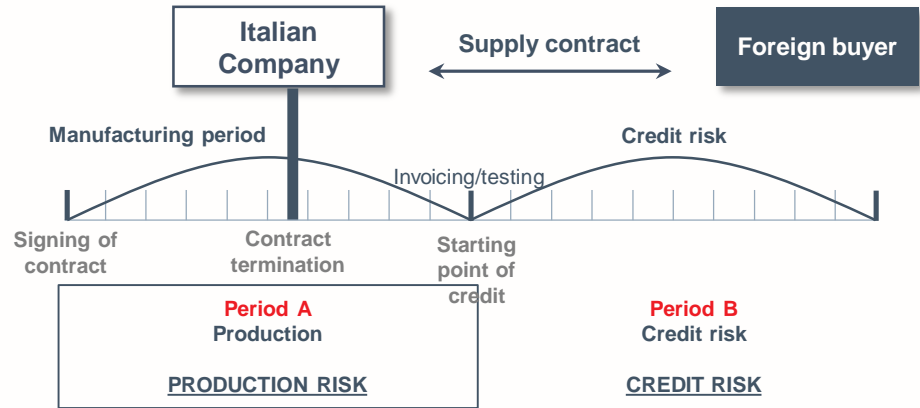
- Our Business matching events organized in Italy and abroad, live and online aim at easing contacts between Buyers and Italian SMEs, as a way to increase export.



# Case study: political & commercial risks



Supplier: Italian Company active in the railways infrastructure sector (renewal of railway line)  
 Contract Amount: 20 € M  
 Payment structure: 15% advance payment, 85% milestone  
 Transaction amount: 5 € M (maximum guaranteed amount)  
 Insurance policy: **Manufacturing + credit risk (political and commercial events) + unfair calling of bonds risk**



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